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# Farmer Cooperative Publications

FCS Information 4 Farmer Cooperative Service U.S. Department of Agriculture

U.S. DEPT. OF AGRICULTURE  
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## FARMER COOPERATIVE SERVICE

### What It Does—How It Works

Farmer Cooperative Service serves the heart of American agriculture by devoting its total effort to preserving and improving the family farm. The Department of Agriculture has a long-standing and clear public mandate to foster and support this institution as the means by which the nation's food and fiber are produced.

Family farmers use the cooperative form of business to increase their income and enhance their quality of living. They use cooperatives as extensions of their farm businesses to jointly purchase production supplies, process and market products, and perform related services. By working together for mutual benefit, they are able to reduce costs and obtain greater returns at the marketplace. They are able to provide Americans with the world's most plentiful, highest quality, and least costly food.

FCS has several major thrusts to help make family farmers' cooperative businesses competitive and efficient.

#### Technical Assistance

Technical assistance is provided in response to specific problems. These may come from a few farmers directly or from the management of federations of cooperatives composed of hundreds or sometimes thousands of farmers. Help is given on business organization and relationships of the cooperative to other businesses and institutions. Work involves determining the feasibility of new facilities. Advice may be given on the merits of merging organizations or forming new ones. Technical studies cover the full range of decision-making found in a cooperative business enterprise. The agency is prepared to build any one link in the farm economic system or to design an entirely new system.

Technical assistance is largely designed to specifically benefit the requesting group. However, the results often provide guidance in developing business strategy for all cooperatives.

## **Applied Research**

Applied research is conducted to acquire and maintain the base of information necessary for FCS to give farmers relevant and expert assistance pertaining to their cooperatives. Studies concentrate on financial, organizational, legal, social and economic aspects of cooperative activity. Concerted effort is made to ensure that research has direct application to cooperatives' current and emerging requirements to serve the family farm most effectively.

## **Statistical Data**

Statistical data are collected to detect changes in structure, operations, and growth trends. Data help identify and support applied research and technical assistance activities. Additionally, this information is extensively used by legislative and executive branches of government in formulating agricultural policy.

## **Why FCS Is a Publisher**

A distinct information mission is clearly stated in the Cooperative Marketing Act of 1926 which charges FCS "to promote the knowledge of cooperative principles and practices and to cooperate, in promoting such knowledge, with educational and marketing agencies, cooperative associations, and others." This information mission is accomplished by the agency serving as a central storehouse of data about farmer cooperatives in the United States. The mission is communicated through a variety of publications developed to convey the basic principles of cooperation and the key organizational and management elements required for successful cooperative effort. A monthly magazine, *News for Farmer Cooperatives*, is published to report significant achievements by cooperatives, the most advanced thinking of cooperative leaders, and highlights of agency technical assistance and research activities.

## **Guiding Principles**

Guiding principles for FCS efforts center on providing immediate response and leadership in the changing economic environment in which family farmers operate. It is prepared to work with the most sophisticated farmers or those with limited resources and management skills.

FCS is prepared to commit one specialist or a substantial team to projects. It may tackle a project by itself or work with other state and federal agencies, universities, or with one or a group of cooperatives. Because of its versatility and flexibility, the agency serves as the national focal point of activity about farmer cooperatives.

Over the years, FCS activities have been wide-ranging and complex. Yet its fundamental purpose remains simple: To help farmers help themselves.

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## PUBLICATIONS BY SERIES AND DESCRIPTION

Limited numbers of copies of most publications are available free. A few publications that are expensive to produce are for sale at cost. Negative or positive film can be made available if requesting organizations have need of and wish to print large quantities.

Direct publications requests to Farmer Cooperative Information, U.S. Department of Agriculture, Washington, D.C. 20250.

### BULLETINS

- 1 FARMER COOPERATIVES IN THE UNITED STATES. Revised 1965. 374 pp.

Discusses basic co-op features, cooperative development in the U.S. and a profile of all types of agricultural cooperatives.

#### Reprints from Bulletin 1

- BR 1 GRAIN COOPERATIVES. Daniel McVey. Revised 1965. 24 pp.

Gives history, status and trends.

- BR 2 SUPPLY COOPERATIVES. J. Warren Mather. Revised 1965. 52 pp.

Gives history, status and trends.

- BR 3 BASIC COOPERATIVE FEATURES. Joseph G. Knapp. Revised 1965. 11 pp.

Discusses basic principles, types of cooperatives, and benefit to farmers and the public.

- BR 4 AGRICULTURAL COOPERATION: PIONEER TO MODERN. Martin A. Abrahamsen. Revised 1965. 28 pp.

History of cooperative activities covered by six periods: 1800-1870, a period of experimentation; 1870-1890, encouragement by farm organizations; 1890-1920, organization of many cooperatives; 1920-1933, expansion in commodity marketing; 1933-1945, emphasis on sound business; and 1945-1963, adjustment to change.

- BR 5 COMMUNICATIONS VITAL TO COOPERATIVES. Beryle Stanton. Revised 1965. 16 pp.

Relates how communications in cooperatives developed from the simple and casual to the complex and far-reaching systems of today. Discusses people to reach, communications methods used, and the need for constant adjustments in communications activities.

- BR 7 TRANSPORTATION SERVICES VITAL. Robert J. Byrne. Revised 1965. 8 pp.

Gives history, status, and trends.

- BR 8 POULTRY AND EGG COOPERATIVES. John J. Scanlan. Revised 1965. 23 pp.

Gives history, status, and trends.

- BR 9 SERVICE COOPERATIVES. French Hyre. Revised 1965. 29 pp.

Gives history, status, and trends.

- 6 PRICING MILK ACCORDING TO USE. Stanley F. Krause. 1955. 50 pp.

Discusses objectives of class pricing, bases for grouping products, and number of classes necessary. Also reviews some marketing problems and special implication of class pricing for cooperatives.

- 9 MEETING SEASONAL PROBLEM OF DAIRY COOPERATIVES THROUGH EDUCATION. Stanley F. Krause. 1956. 42 pp.

Discusses the educational approach to the problem of leveling out seasonally the volume of milk delivered from farms. Useful in suggesting ideas for effective methods of informing members.

(This series discontinued. Last number is 9.)

## CIRCULARS

- 13 GLADES LIVESTOCK MARKET ASSOCIATION - A FLORIDA OPERATION. C. G. Randell. 1956. 63 pp.

Analyzes this auction's experience, giving an account of its operations,

and how it is meeting and solving problems. Is of interest to cattle raisers in the South who are considering establishing a livestock auction.

- 16 WAYS TO IMPROVE LIVESTOCK AUCTIONS. C. G. Randell. 1956. 10 pp.

Suggests improvements in location, design, and construction of facilities, equipment, and operations of livestock auctions in the Northeastern States.

- 21 RETIREMENT PLANS OF FARMER COOPERATIVES. French M. Hyre. 1957. 17 pp.

Discusses various types of retirement plans and their provisions that farmer cooperatives are currently using.

- 26 HOW MANUFACTURING CO-OPS MARKET GRADE A MILK. Donald Davidson. 1960. 51 pp.

Reports on 124 dairy manufacturing cooperatives in Minnesota, Wisconsin, and Iowa marketing fluid milk, and advantages and disadvantages of adding grade A operation. Includes detailed analyses of three selected cooperatives.

- 28 A LOOK AT AGRICULTURAL COOPERATIVES IN INDIA. Martin A. Abrahamsen. 1961. 43 pp.

A first-hand observation of operations of agricultural cooperatives in India.

- 29 SWIG -- Southwestern Irrigated Cotton Growers Association, El Paso, Texas. Otis T. Weaver. 1962. 54 pp.

Describes the early 1960 setup and operations of this association, and then reviews important history.

- 31 HELPING FARMERS BUILD COOPERATIVES -- THE EVOLUTION OF FARMER COOPERATIVE SERVICE. Martin A. Abrahamsen and Andrew W. McKay. 1962. 82 pp.

Highlights history of work of U.S. Department of Agriculture with and for farmer cooperatives.

- 33 COTTON COOPERATIVES ON THE SOUTH PLAINS OF TEXAS: SERVICES AND BENEFITS. Henry Bradford. 1966. 54 pp.

Analyzes the operations of four regional cotton cooperatives with headquarters in Texas and points up reasons for their success.

(This series discontinued. Last number is 33.)

## EDUCATIONAL AIDS

- 5 COOPERATIVES IN THE AMERICAN PRIVATE ENTERPRISE SYSTEM. C. H. Kirkman, Jr. Revised 1968. 18 pp.

- Contains an illustrated talk on the American private enterprise system, and shows how the American business system works and its relationship to other activities in the community.
- 6 THE DIRECTOR'S ROLE IN MEMBER RELATIONS OF A COOPERATIVE. Oscar R. LeBeau and Owen K. Hallberg. 1964. 19 pp.  
Contains a description of directors' services and is designed to be used as a flannelgraph presentation with cutouts illustrated in the text.
- 8 WAYS FARMERS DO BUSINESS. Oscar LeBeau. 1966. 12 pp.  
Presents material for two team members to explain operations of individually owned businesses, partnerships, and corporations, including cooperatives.
- 9 COOPERATIVES AND THEIR BUSINESS NEIGHBORS. C. H. Kirkman, Jr. 1968.  
Describes three types of business in the American private enterprise system and cooperatives' relationships with their business neighbors.  
(This series discontinued. Last number is 9.)

## EDUCATIONAL CIRCULARS

- 17 MANAGING FARMER COOPERATIVES. Kelsey B. Gardner. 1963. 20 pp.  
Identifies members of the management team--members, directors, and the manager--and tells what their duties and responsibilities are.
- 18 HOW TO START A COOPERATIVE. 1965. 18 pp.  
A relatively simple guide to groups interested in a step-by-step approach to organizing a cooperative.
- 20 IDENTIFYING THE NEED FOR FORESTRY ASSOCIATIONS. Clyde B. Markeson. 1965. 6 pp.  
Provides a guide for State Forestry-based Cooperative Advisory Groups, State Technical Action Panels, and others to use in helping form associations of woodland owners or primary processors of forest products. Outlines steps involved and important things to consider in organizing a cooperative.
- 21 ASSURING DEMOCRATIC ELECTION OF COOPERATIVE DIRECTORS. Irwin W. Rust. 1965. 14 pp.  
Describes the proper legal framework and well-informed membership a cooperative must have before electing directors democratically. Also tells who chooses the nominees, how they are selected, and ways to let members know qualifications of nominees.
- 23 USING COOPERATIVE DIRECTORS TO STRENGTHEN MEMBER RELATIONS. Irwin W. Rust. 1965. 8 pp.

Discusses directors as doers as well as planners who need to take part in various activities and communicate through various channels. Also gives another viewpoint -- that directors should be merely planners.

- 25 DIRECTORS OF COOPERATIVES AND THEIR WIVES--A GOOD TEAM. Irwin W. Rust. Reprinted 1970. 16 pp.  
Describes the part wives can play in helping their director husbands carry out their responsibilities. Also tells the part they play in handling business details that directors work out at home.
- 26 RECOGNIZING THE IDEAL COOPERATIVE DIRECTOR. Irwin W. Rust. Reprinted 1971. 9 pp.  
Identifies qualities of a good director and offers some guidelines for members to use in judging the potential of a nominee for this important position.
- 27 SHOULD COOPERATIVES TIGHTEN MEMBERSHIP REQUIREMENTS? Irwin W. Rust. 1966. 9 pp.  
Points out that members should be well informed on the operations of the organization. Should be of special interest to cooperative management including boards of directors, and information and education staff members.
- 28 OUTDOOR RECREATION - A NEW POTENTIAL FOR COOPERATION. Clyde B. Markeson and Job K. Savage. 1966. 9 pp.  
Discusses merits of cooperative action in establishing recreation facilities. Outlines assistance available from U.S. Department of Agriculture in developing outdoor recreation enterprises.
- 29 EFFECTIVE INFORMATION DEVICES FOR COOPERATIVES. Irwin W. Rust. 1966. 14 pp.  
Presents ideas and suggestions of cooperative member relations and information workers concerning the effective use of various information devices in reaching members and the general public.
- 30 STRENGTHENING COOPERATIVE MEMBER INTEREST AND SUPPORT. Irwin W. Rust and Oscar LeBeau. 1966. 12 pp.  
Tells what some cooperatives are doing to keep their members interested and enthusiastic and to attract new members. Includes suggestions of cooperative leaders for strengthening member support.
- 31 GUIDELINES FOR ORGANIZING AND OPERATING WOOL MARKETING POOLS. Dale W. Wilson. 1967. 22 pp.  
Discusses necessary minimum volume, financing, markets and management needed to set up a pool. Also discusses steps to take when organizing a pool as well as some do's and don'ts in operating a pool.
- 32 ORGANIZING AND CONDUCTING COOPERATIVES' ANNUAL MEETINGS. French M. Hyre and Irwin W. Rust. 1967. 60 pp.

Brings together many ideas proven practical in actual use. Most activities discussed are basic in building and maintaining sound membership understanding and good community relations.

- 33 COOPERATIVES IN AGRIBUSINESS. Coordinated by Irwin W. Rust. 1968. 60 pp.

Contains basic cooperative background. Produced for high schools and junior colleges. Explains what a cooperative is—organization, financing, and operation. Discusses various rural consumer and cooperatives' effects. Touches on career opportunities.

(This series discontinued. Last number is 33.)

## GENERAL REPORTS

- 29 FARMER MEAT PACKING ENTERPRISES IN THE UNITED STATES. R. L. Fox. 1957. 21 pp.  
Examines the role of frozen food locker plants in the meat packing business and the future possibilities and need for cooperative meat processing. Also discusses plants that are no longer operating and the reasons for their failure.
- 30 HOW DO MEMBERS USE A CO-OP PAPER? Job K. Savage. 1957. 48 pp.  
Presents the results of a survey on effectiveness of a cooperative membership publication as determined by readership and its impact on patrons.
- 32 METHODS OF FINANCING FARMER COOPERATIVES. Helim H. Hulbert, Nelda Griffin, and Kelsey B. Gardner. 1958. 56 pp.  
Presents results of a survey of nearly 1,200 farmer cooperatives on how they finance their operations. Also gives some national estimates projected from this survey.
- 61 INTEGRATED OPERATIONS...HAMILTON FARM BUREAU CO-OPERATIVE. Martin A. Abrahamsen. 1959. 22 pp.  
Case study on the integration process as it has been developed by local association. Discusses impacts of integration on production practices and marketing methods.
- 62 EMPLOYEE INCENTIVE PLANS IN FARMER COOPERATIVES. Nelda Griffin. 1959. 40 pp.  
Provides information based on returns from 4,500 farmer cooperatives on types of employee incentive plans used, types and number of cooperatives using these plans, what employees are covered, and types of plans discontinued.
- 67 POOLING AND OTHER GROWER PAYMENT METHODS AS USED BY LOCAL FRUIT, VEGETABLE, AND TREE NUT COOPERATIVES. Clyde B. Markeson. 1959. 44 pp.

Provides data on types of grower payment methods used by local fruit, vegetable, and tree nut cooperatives; extent of their use; and factors associated with these methods that contribute to an effective and orderly marketing program.

- 78 BYLAW PROVISIONS FOR SELECTING DIRECTORS OF MAJOR REGIONAL FARMER COOPERATIVES. Helim H. Hulbert, David Volkin, and Nelda Griffin. 1960. 40 pp.

Describes and also gives some examples of bylaw provisions used by 107 different cooperatives on the selection, qualification, and election of directors.

- 79 PENDLETON GRAIN GROWERS...AN INTEGRATED COOPERATIVE. Beryle E. Stanton. 1960. 64 pp.

Reports on integrated and diversified activities of an Oregon cooperative. Describes how this association has broadened its services as its members' needs required and how it is helping them adjust their agriculture to the changing times.

- 80 LA COOPÉRATIVE FÉDÉRÉE DE QUÉBEC--INTEGRATED AND MULTIPURPOSE OPERATIONS. L. B. Mann. 1960. 24 pp.

Case study shows how a Canadian federated cooperative has added new services and integrated its operations with great success. Discusses impacts of integration on production practices, marketing methods, and contractual arrangements.

- 81 MEMBERSHIP PRACTICES OF LOCAL COOPERATIVES. Oscar LeBeau. 1960. 26 pp.

Discusses a variety of devices and practices that local farm supply and marketing cooperatives find useful in maintaining good member relations. Based primarily on information supplied by 331 representative cooperatives.

- 82 LIQUID NITROGEN DISTRIBUTION BY LOCAL COOPERATIVES IN NEBRASKA AND KANSAS. B. H. Pentecost. 1960. 34 pp.

Discusses operating practices and policies of 17 local farm supply cooperatives that distribute liquid nitrogen fertilizers; and provides information on type, size, cost, adequacy of facilities and equipment used, and problems encountered with suggestions for improving distribution service to farmers.

- 83 DIRECTORS OF REGIONAL FARMER COOPERATIVES--SELECTION, DUTIES, QUALIFICATIONS, PERFORMANCE. David Volkin, Nelda Griffin, and Helim H. Hulbert. 1960. 40 pp.

Describes directors' duties and responsibilities; discusses their experience, training, and compensation; and compares managers' and directors' performance ratings of the boards. Based on questionnaire completed by managers and a sample of directors of 112 regional cooperatives.

- 85 DIRECTOR COMMITTEES OF FARMER COOPERATIVES. Nelda Griffin, Helim H. Hulbert, and David Volkin. 1960. 25 pp.

- Describes standing and special board committees; duties, responsibilities, authority, and size of committees; and committee meetings. Also evaluates special board committees.
- 91 **WHAT INFLUENCES OFF-FARM GRAIN SALES IN MISSOURI?** Francis P. Yager. 1961. 24 pp.  
Based on a survey of four Missouri areas, discusses factors affecting off-farm grain movement and what farmers and elevator operators consider important in selecting a grain buyer.
- 92 **FARM SUPPLY OPERATIONS OF COOPERATIVE GINS AND ELEVATORS IN TEXAS.** John M. Bailey. 1961. 36 pp.  
Furnishes the results of a study of the farm supply operations of 26 marketing cooperatives in Texas--18 cotton gins and 8 grain elevators. Also includes some suggestions for successful farm supply operations.
- 94 **RURAL CREDIT UNIONS IN NINE MIDWESTERN AND GREAT PLAINS STATES.** Arthur H. Pursell. 1961. 28 pp.  
Summarizes briefly the methods by which Consumers Cooperative Association (now Farmland Industries), Kansas City, Mo., helped its member associations organize rural credit unions and examines results.
- 95 **LIQUID FERTILIZER DISTRIBUTION BY LOCAL COOPERATIVES IN THE PACIFIC NORTHWEST.** B. H. Pentecost. 1961. 32 pp.  
Describes liquid fertilizer distribution of 17 local cooperatives affiliated with Pacific Supply Cooperative, Walla Walla, Wash. Also discusses new developments in liquid fertilizer distribution.
- 96 **A LIVESTOCK MARKET IS BORN.** C. G. Randell. 1961. 36 pp.  
Shows how Equity Cooperative Livestock Sales Association, Milwaukee, Wis., developed its Johnson City Auction. Gives a step-by-step description and analysis of the building of this market from inception to its opening for business. Discusses market promotion and financing plans, building and opening the market, and the benefits and advantages to farmers and packers.
- 97 **EXPLORING COMMUNICATION PROCESSES IN A FARMER CO-OPERATIVE--A CASE STUDY.** James H. Copp and Irwin W. Rust. 1961. 32 pp.  
Discusses four elements of the communications network within the cooperative and makes specific recommendations for improvement.
- 98 **LIVESTOCK MARKETING COOPERATIVES IN CALIFORNIA--THEIR PROGRESS, POLICIES, AND OPERATING METHODS.** 1961. 72 pp.  
Describes present markets and methods in the State, and the changes taking place in the marketing structure, and tells how livestock cooperatives can best meet producers' needs under today's economic conditions. Also evaluates a number of courses of actions producers could take.

- 99 MOBILE FEED MILLING BY COOPERATIVES IN THE NORTHEAST. T. R. Eichers and A. J. Hangas. 1961. 36 pp.  
Determines practices and policies of mobile mill operations; determines costs and returns of these operations; and compares efficiency of the different methods of operating mobile feed mills.
- 101 TRANSPORTATION AND HANDLING OF SEED BY REGIONAL COOPERATIVES IN THE SOUTHEAST. Charlie B. Robbins. 1962. 30 pp.  
A study of the seed operations of seven regional wholesale cooperatives serving 13 Southeastern States with suggestions for improving transportation, handling, and warehousing.
- 105 HOW THE REVENUE ACT OF 1962 AFFECTS FARMER COOPERATIVES. Raymond J. Mischler and David Volkin. 1962. 53 pp.  
Discusses effects of act on tax treatment of farmer cooperatives and patrons and tax reporting required. Presents section of law dealing with farmer cooperatives and Senate report on this section.
- 108 OKLAHOMA COTTON COOPERATIVES. John D. Campbell. 1963. 11 pp.  
Reviews organization and activities of three types of cotton cooperatives. Tells how these work closely together and provide growers with valuable processing and marketing services.
- 110 TRENDS IN GROWTH OF FARMER COOPERATIVES, 1950-60. Anne L. Gessner and Kelsey B. Gardner. 1963. 24 pp.  
Describes how values of cooperative marketings have increased faster since 1954 than agricultural marketings of all farms--and how farmers' purchases of supplies and equipment through cooperatives increased faster since 1952 than such expenditures for all farmers.
- 111 HOW THE ADJUSTABLE REVOLVING FUND CAPITAL PLAN WORKS. Nelda Griffin. 1963. 8 pp.  
Tells how the Internal Revenue Act of 1962 affects the operation of the adjustable revolving fund capital plan used by many farmer cooperatives.
- 120 IMPROVING MANAGEMENT OF FARMER COOPERATIVES. Milton L. Manuel. Revised 1973. 47 pp.  
Discusses management from viewpoints of functions of planning, organizing, directing, and controlling and of people involved. Intended primarily for directors, managers, and other key employees of local cooperatives.
- 121 MOTORTRUCK OPERATING COSTS OF FARMER COOPERATIVES. Thomas H. Camp. 1964. 16 pp.  
Gives in detail motortruck operating costs of 20 farmer cooperatives. Discusses types of trucks used, miles traveled, and operating costs per mile.

- 122 COOPERATIVE BULK FERTILIZER BLENDING IN THE MIDWEST. Theodore R. Eichers. 1964. 40 pp.  
Describes 13 bulk fertilizer blending plants operated by Farmers Union Central Exchange, Inc., St. Paul, Minn., and Midland Cooperatives, Inc., Minneapolis, Minn. Activities include sampling and analyzing farmers' soil, recommending proper fertilizer, mixing proper rations, and spreading on field.
- 123 COOPERATIVE BARGAINING BY FARMERS-A SELECTED BIBLIOGRAPHY. Wendell M. McMillan. 1964. 16 pp.  
Lists 208 reference items on the general topic of cooperative bargaining by farmers.
- 126 LIQUID PESTICIDE-FORMULATION AND DISTRIBUTION BY TWO SOUTHERN COOPERATIVES. Theodore R. Eichers. 1965. 12 pp.  
Reviews the liquid pesticide operations of two cooperatives in the South to provide information useful to cooperative management in establishing or improving liquid pesticide operations.
- 127 WOOL POOLS-ORGANIZATION, PRACTICES, SERVICES, AND PROBLEMS. Dale W. Wilson. 1965. 54 pp.  
Assesses the many problems of wool pooling and recommends ways of organizing as well as improving the organization, practices, and services of grower groups. Of use to wool growers who market through pools.
- 131 RURAL CREDIT UNIONS OF THE UNITED STATES. William F. Woods. 1965. 11 pp.  
Contains information on 670 credit unions in the United States that operate in 46 out of the 50 States.
- 133 FINANCIAL STRUCTURE OF REGIONAL FARMER COOPERATIVES. Nelda Griffin. 1966. 56 pp.  
Provides detailed information on financial structure of 448 regional cooperatives for fiscal year ending 1962. Covers kinds and amounts of equity capital, sources and amounts of borrowed capital, and distribution of net savings made by cooperatives.
- 135 THE PCA COOPERATIVE-PATRON CREDIT PLAN. French M. Hyre. 1966. 12 pp.  
Provides information on PCA cooperative-patron credit plan. Of interest to anyone wishing additional information on organization, operation, and use of this relatively new type of credit program.
- 136 OPERATIONS OF LOCAL FEED AND SUPPLY BARGAINING COOPERATIVES IN ILLINOIS, 1959-1964. R. J. Mutti and L. J. McGinnis. 1966. 40 pp.  
Analyzes information received in interviews with 37 members selected at random from 12 local nonstock bargaining cooperatives operating in Illinois in 1963 and 1964.

- 137 METHODS AND POLICIES USED IN MAKING PATRONAGE REFUNDS BY SELECTED FARMER COOPERATIVES. Donald R. Davidson. 1966. 22 pp.
- Provides information to help members and patrons better understand patronage refunds made by cooperatives.
- 139 AN APPRAISAL OF FROZEN FOOD LOCKER AND FREEZER PROVISIONING COOPERATIVES. William R. Seymour and Bert D. Miner. 1967. 11 pp.
- Presents information on developments, sales, processing, size, merchandising, problems, and opportunities of frozen food locker and freezer provisioning co-ops.
- 140 HANDBOOK ON MAJOR REGIONAL COOPERATIVES HANDLING SUPPLIES, 1964 AND 1965. J. Warren Mather. 1967. 78 pp.
- Reports on organizational structure, types of services, volume, net savings and financial condition of each of 21 major regionals.
- 141 COLLECTIVE BARGAINING FOR POULTRY FEED PRICES--CALIFORNIA. D. B. DeLoach and J. A. Maetzold. 1967. 37 pp.
- Describes and analyzes development, present structure, operating practices, and accomplishments of feed bargaining groups and associations in California.
- 142 INVENTORY CONTROL AND VALUATION PRACTICES OF LOCAL COOPERATIVE GRAIN ELEVATORS. Richard M. Ackley. 1967. 16 pp.
- Describes alternative methods of inventory control and valuation used by cooperatives in a 17-State, grain-producing area in the United States. Describes methods of pricing inventories and the part grain shrinkage plays in these inventories.
- 144 OWNING OR LEASING COVERED HOPPER CARS BY FARMER COOPERATIVES. Thomas H. Camp and David Volkin. 1967. 25 pp.
- Evaluates performance of covered hopper cars operated by five regional grain cooperatives and one regional farm supply cooperative in 1965. Discusses advantages and disadvantages of the cars.
- 145 TRANSPORTATION FACTORS IN MARKETING SOYBEANS, COTTONSEED, AND THEIR PRODUCTS, 16 SELECTED COOPERATIVES. William H. Thompson. 1967. 36 pp.
- Analyzes transportation costs of eight cooperative cottonseed and eight cooperative soybean mills during a 3-year period.
- 146 COOPERATIVE PROCUREMENT OF CONTAINERS FOR FRUIT AND VEGETABLE PROCESSING. J. Warren Mather. 1967. 40 pp.
- Analyzes and evaluates systems cooperatives use in purchasing, manufacturing, and transporting containers and packaging materials for fruits and vegetables and determines possible savings and improvement in services.

- 147 CHANGING PRODUCTIVITY AND EFFICIENCY OF FROZEN FOOD LOCKER COOPERATIVES. Richard P. Parsons. 1967. 13 pp.

Discusses changes in operation made by a group of cooperatives and effects of these changes on performance of the cooperatives. Also examines characteristics associated with a group of cooperatives that discontinued operations.

(This series discontinued. Last number is 147.)

## INFORMATION

- 4 LIST OF PUBLICATIONS. Revised October 1973.

Lists available FCS publications by subject, number, and series.

- 6 "MR. CHAIRMAN--". 1957. 12 pp.

(Reprint from News for Farmer Cooperatives) Reviews parliamentary law, order of business, and what constitutes a quorum at a meeting.

- 8 FARMER COOPERATIVES AND THE COMMUNITY. John H. Heckman. 1958. 12 pp.

Gives some general ideas on how farmer cooperatives can present a fair and positive picture of their operations to the general public, outlining in broad terms situations cooperatives face and what they may do about them, pinpointing attitudes of some groups in the community, and then highlighting ways to work with these groups.

- 10 PLANNED PUBLIC RELATIONS-IN MODERN COOPERATIVE BUSINESS. Martin A. Abrahamsen. 1959. 28 pp.

Discusses framework for public relations in farmer cooperatives. Examines fundamentals of public relations and various publics cooperatives deal with--local, State, and national groups.

- 11 SOME FACTS ABOUT FRUIT AND VEGETABLE BARGAINING CO-OPS. Wendell McMillan. 1959. 14 pp.

Outlines objectives, development, and procedures of fruit and vegetable cooperatives that bargain for contract prices and terms involved in the sale of members' crops to processors. Lists factors related to success.

- 12 SUGGESTED STEPS FOR IMPROVED MEMBER RELATIONS. Oscar R. LeBeau. 1960. 4 pp.

(Reprint of an article from News for Farmer Cooperatives) Shows 15 ways to improve member relations in farmer cooperatives.

- 13 MAKING YOUR MEMBERSHIP PUBLICATION DO THE JOB. 1960. 8 pp.

Contains suggestions designed to help smaller cooperatives prepare inexpensive membership publications or newsletters.

- 14 MOTORTRUCK LEASING BY FARMER COOPERATIVES. William C. Bowser. Jr. 1961. 16 pp.  
Answers request from farmer cooperatives for information concerning various aspects of leasing versus outright purchase of motortrucks.
- 17 SCHOOL-RELATED ACTIVITIES OF FARMER COOPERATIVES. Oscar R. LeBeau. 1961. 8 pp.  
Develops value of cooperative educational activities; briefly summarizes pertinent research findings; and tells about developments in school-related activities of farmer cooperatives.
- 18 RECENT DEVELOPMENTS IN FARMER COOPERATIVE MEAT PACKING AND PROCESSING. R. L. Fox. Revised 1961. 19 pp.  
Gives background on growth of cooperative meat packing and processing, and includes some "watch points" any group of farmers needs to consider before getting into this type of business.
- 19 KEYS TO EFFECTIVE RURAL CREDIT UNIONS. Arthur H. Pursell. 1961. 15 pp.  
Summarizes methods or techniques used by credit union leaders in building successful programs.
- 20 THE RURAL CREDIT UNION-A PLACE TO SAVE AND BORROW. Arthur H. Pursell. 1961. 4-fold.  
Describes objectives and programs of rural credit unions and tells where to obtain help in organizing a credit union.
- 21 PROVIDING EQUITABLE TREATMENT FOR LARGE AND SMALL MEMBERS. Irwin W. Rust. 1961. 15 pp.  
Reviews comments by cooperative leaders on the best way to provide equitable treatment to members and includes some recommendations for cooperative management.
- 22 STATE STATUTES AUTHORIZING ASSISTANCE TO FARMER COOPERATIVES. Raymond J. Mischler and John F. Donoghue. 1961. 22 pp.  
Cites and summarizes by States their statutes authorizing or requiring that various agencies provide aid and assistance to farmer cooperatives. Information restricted to citations of statutes clearly pertaining to farmer cooperatives.
- 27 CREDIT--AN AID TO FREEZER PROVISIONERS. Bert D. Miner. 1962. 10 pp.  
Explores influence of credit upon business volume of frozen food locker and freezer provisioning firms. Discusses characteristics of firms that extend credit.

- 28 SAFETY-CHECKING LIVESTOCK HANDLING FACILITIES. Joseph E. Rickenbacker. 1962. 15 pp.  
Suggests ways to evaluate livestock handling facilities and things to look for in a safety check.
- 29 STEPPING STONES TO GOOD MEMBER RELATIONS. Luther E. Raper. 1962. 28 pp.  
Distills Mr. Raper's many years of experience as head of membership relations activities for Southern States Cooperative, Richmond, Va.
- 32 MAKING MEMBER RELATIONS SUCCEED. Irwin W. Rust. 1973. 16 pp.  
Describes change in cooperative-member relationships and methods used to achieve a closer relationship between cooperative and member. Tells why closer relationships are necessary.
- 33 SAFETY-CHECKING LIVESTOCK TRUCKING TO REDUCE LOSSES AND DAMAGE. Joseph E. Rickenbacker. 1963. 19 pp.  
Discusses loss-associated conditions and practices in livestock trucking and tells how to correct them. Contains a list of checkpoints to evaluate and improve livestock trucking.
- 34 WHAT ARE PATRONAGE REFUNDS? Kelsey B. Gardner. 1963. 15 pp.  
Discusses patronage refunds and their relationship to the cooperative concept and points out need for more research on various aspects of cooperatives.
- 35 20 YEARS' PROGRESS OF AU SABLE FOREST PRODUCTS ASSOCIATION. Eliot W. Zimmerman and Clyde B. Markeson. 1963. 29 pp.  
Discusses history and organization features of the cooperative and appraises its accomplishments. Includes fundamental principles needed to successfully operate timber marketing associations.
- 39 HANDLING NET MARGINS UNDER THE NEW TAX LAW. Raymond J. Mischler. 1963. 12 pp.  
Describes alternative methods farmer cooperatives can use in conforming to requirements of Section 17, Internal Revenue Act of 1962. This section relates mainly to distribution of patronage refunds by farmer cooperatives.
- 41 IMPROVING FARMERS' INCOME THROUGH COOPERATIVE BARGAINING. Gilbert W. Biggs. Revised 1973. 15 pp.  
Defines cooperative bargaining and then discusses methods of bargaining power and growth of bargaining cooperatives generally.
- 42 THE ROMNEY FEDERAL CREDIT UNION AND ITS CONTRIBUTIONS TO THE COMMUNITY. James A. Black. 1963. 12 pp.

- Describes growth and activities of this West Virginia credit union and points out contributions to community.
- 43 INCREASING THE MARKETING STRENGTH OF FARMERS. J. Kenneth Samuels. 1964. 22 pp.  
Examines changes in producing and marketing food and fiber. Tells how farmers achieve market strength and use cooperatives to help improve their bargaining position.
- 44 EXTENT OF TRAFFIC MANAGEMENT IN FARMER COOPERATIVES. Robert J. Byrne. 1964. 8 pp.  
Reports results of preliminary survey of traffic management among farmer cooperatives. Shows most small and many large cooperatives do not have traffic management. Concludes better management of transportation expenditures could help reduce cost.
- 45 SAFETY-CHECKING HANDLING PRACTICES TO REDUCE LIVESTOCK LOSSES. Joseph E. Rickenbacker. 1964. 18 pp.  
Covers handling practices of sorting and assembling, loading, over-the-road transportation, unloading, yarding, and slaughter. Contains 26 tips for safe handling.
- 47 ADJUSTING FARM SUPPLY COOPERATIVES TO MEMBER NEEDS IN THE 1970's. Martin A. Abrahamsen. 1965. 12 pp.  
Considers the far-reaching adjustments in the operations of farm supply cooperative operations that will be needed in providing members with farm supplies in the 1970's.
- 54 APPROACHES AND PROBLEMS IN MERGING COOPERATIVES. Martin A. Abrahamsen and J. Warren Mather. 1966. 31 pp.  
Gives specific suggestions on problems often encountered and steps to take to effect a merger.
- 56 COOPERATIVE FEEDLOTS FOR CATTLE IN THE SOUTHEAST. 1957. 4-fold.  
Describes how a cooperative feedlot works and how it can help the farmer.
- 57 THE COOPERATIVE APPROACH TO OUTDOOR RECREATION. William R. Seymour. 1967. 12 pp.  
Describes recreation co-ops by type. Lists advantages and requirements for success. Also deals with co-op objectives and economic feasibility, financing and management of a co-op.
- 58 CONTROLLING MOTORTRUCK OPERATING COSTS OF FARMER COOPERATIVES. Thomas H. Camp and W. R. Kriebel. 1968. 29 pp.  
Discusses guidelines for controlling co-op motortruck operating costs.

- Outlines information co-op managers can use in making decisions about performance both of personnel and equipment in a fleet of motortrucks.
- 61      **FILING RAIL GRAIN LOSS CLAIMS.** Gene Miller. 1968. 20 pp.  
Explains how to file rail grain loss claims as well as who files and when they must file.
- 63      **LEGAL IMPLICATIONS IN COORDINATING ACTIVITIES OF BARGAINING ASSOCIATIONS.** David Volkin. 1969. 14 pp.  
Discusses legal implications in coordinated efforts of bargaining associations.
- 65      **COOPERATIVES--DISTINCTIVE BUSINESS CORPORATION.** C. H. Kirkman, Jr. 1970. 28 pp.  
Pictures cooperatives as distinctive business corporation in the American private enterprise system. Gives advantages and disadvantages of various types of business firms doing business in the U.S.
- 66      **SAMPLE LEGAL DOCUMENTS--PART I (LEGAL PHASES OF FARMER COOPERATIVES).** Morrison Neely. Revised 1970. 45 pp.  
Contains samples of forms and legal documents that are normally needed in organizing and operating a cooperative. Includes a reproduction of the Capper-Volstead Act.
- 67      **WHAT ARE COOPERATIVES?** C. H. Kirkman, Jr. Revised 1973. 12 pp. (Also in Spanish, 67-S)  
Booklet-type publication which shows with illustrations how cooperatives are voluntary business organizations formed by people.
- 68      **GUIDELINES FOR COOPERATIVE ALFALFA DEHYDRATING PLANTS.** Charles E. Reed. 1970. 48 pp.  
Gives guidelines for those interested in dehydrating alfalfa as a feed ingredient and supplement.
- 69      **FEDERAL INCOME TAXES--PART II (LEGAL PHASES OF FARMER COOPERATIVES).** Morrison Neely. Revised 1970. 99 pp.  
Gives clearly the attitude of the courts toward early cooperative efforts in this country and the legal background with respect to monopolies and restraint of trade.
- 70      **ANTITRUST LAWS--PART III (LEGAL PHASES OF FARMER COOPERATIVES).** Morrison Neely. Revised 1970. 56 pp.  
Reviews the general principles of antitrust laws and expands and sharpens them in light of recent court decisions.
- 71      **WHAT CO-OP DIRECTORS DO.** C. H. Kirkman, Jr. Revised 1972. 12 pp. (Also in Spanish, 71-S)

- Booklet-type publication which shows with illustrations the duties of co-op directors.
- 72 **MEMBERS MAKE CO-OPS GO.** C. H. Kirkman, Jr. Revised 1973. 12 pp. (Also in Spanish, 72-S)  
Booklet-type publications that tells what members can do toward making their co-op a going concern.
- 73 **MEASURING CO-OP DIRECTORS.** C. H. Kirkman, Jr. Revised 1971. 12 pp. (Also in Spanish, 73-S)  
Booklet-type publication which shows with illustrations how co-op members elect and keep co-op directors.
- 74 **MANAGER HOLDS AN IMPORTANT KEY TO CO-OP SUCCESS.** C. H. Kirkman, Jr. 1970. 12 pp. (Also in Spanish, 74-S)  
Booklet-type publication which shows with illustrations how important a manager is to the success of a co-op.
- 75 **GROWTH OF COTTONSEED AND SOYBEAN PROCESSING COOPERATIVES.** Elmer Perdue and Daniel H. McVey. 1971. 92 pp.  
Traces the history and development of cooperative oilseed processing plants.
- 77 **RECRUITING, TRAINING, AND DEVELOPING WORKERS FOR FARMER COOPERATIVES.** Irwin W. Rust. 1971. 98 pp.  
Discusses the important factors in recruiting, training, and developing workers for cooperatives. Lists sources of information and help.
- 79 **USING CO-OP MEMBERS' MONEY.** C. H. Kirkman, Jr. Revised 1973. 16 pp.  
Describes basic co-op information about co-op money, explains that the more the money is used, the better it is for the co-op and its members.
- 80 **OPPORTUNITIES IN THE CO-OP BUSINESS WORLD-A LEADER'S PROGRAM FOR YOUTH.** C. H. Kirkman, Jr. Revised 1972. 52 pp.  
Basic information for youth on cooperatives and how they fit in the American enterprise system. Especially for youth groups.
- 81 **IS THERE A CO-OP IN YOUR FUTURE?** C. H. Kirkman, Jr. 1971. 40 pp.  
Describes briefly with illustrations how to start a cooperative. This publication is one of a series designed to provide basic cooperative information.
- 82 **BOOKKEEPING FORMS YOUR CO-OP NEEDS.** Francis P. Yager. 1971. 12 pp.  
Simply explains the bookkeeping forms that co-ops need to keep up to date, and complete records of business.

- 83 EMPLOYEES HELP CO-OPS SERVE. C. H. Kirkman, Jr. 1972. 15 pp.  
Booklet-type publication which shows with illustrations how employees help cooperatives serve their members.
- 85 ANALYSIS OF EMERGING COOPERATIVES, 1965-70. Raymond Williams and Lloyd Biser. 1972. 21 pp.  
Gives results of study of 48 selected cooperatives in 15 States financed under FHA Title III Economic Opportunity Loan Program, and whether income of these low-income farmers was permanently increased with such assistance.
- 86 COOPERATIVES' FARM MACHINERY OPERATIONS. Lloyd C. Biser. 1972. 27 pp.  
Reports on the cooperative purchasing of farm machinery, operating problems of cooperatives who franchise their machinery; policies and services in handling; and benefits and problems of machinery operations.
- 87 COOPERATIVE GROWTH—TRENDS—COMPARISONS—STRATEGY. Martin A. Abrahamsen. 1973. 112 pp.  
Provides information on trends in membership, number of cooperatives, net volume of business and cooperative growth with comparable types of business enterprises.
- 88 FOREIGN TRADE OF COOPERATIVES. Henry W. Bradford and Richard S. Berberich. 1973. 72 pp.  
Reports cooperatives' substantial foreign trade, also shows potential for expansion for cooperatives in the export market. Compares cooperatives' share in both domestic and foreign markets.
- 89 GUIDES TO CO-OP BOOKKEEPING. Francis P. Yager. Revised 1972. 16 pp.  
Explains what a bookkeeping system is and what business information it provides to a cooperative.
- 90 BARGAINING COOPERATIVES: SELECTED AGRI-INDUSTRIES. Gilbert W. Biggs and J. Kenneth Samuels. 1973. 59 pp.  
Results of survey to determine scope and intensity of bargaining activity in 24 associations. Includes problems as well as suggestions for their solution.
- 91 POTENTIAL FOR COOPERATIVE DISTRIBUTION OF PETROLEUM PRODUCTS IN THE SOUTH. John M. Bailey. 1973. 45 pp.  
Gives current cooperative share of the farm petroleum market in 11 Southern States, economics of cooperative distribution, and suggestions of potential market opportunities and benefits.

- 92 LIVESTOCK INDUSTRY TRENDS. G. Alvin Carpenter. 1973. 34 pp.  
Evaluates cooperative operations and organizational structure to maintain maximum effectiveness for operations and services to farmers.
- 93 GUIDELINES CO-OP EMPLOYEES NEED. C. H. Kirkman, Jr. 1973. 34 pp.  
Illustrates guidelines to help employees know what is expected of them on the job to develop an attractive working climate for strengthening the co-op's reputation.
- 94 THE SUNKIST ADVENTURE. C. H. Kirkman, Jr. 1974.  
A rewrite of earlier publications on Sunkist Growers, Inc., the publication documents the history and describes current organization, operations, and distinctive features.
- LEGAL PHASES OF FARMER COOPERATIVES. D. Morrison Neely. Revised 1974.  
Combines into one publication practically every legal aspect of organizing and operating a cooperative. Particular attention is given to incorporation, marketing contracts, management and director responsibilities, antitrust, taxation, legal documents, State statutes. It carries a table of cases on cooperative litigation.

## MARKETING RESEARCH REPORTS

- 247 LOSSES OF LIVESTOCK IN TRANSIT IN MIDWESTERN AND WESTERN STATES. Joseph E. Rickenbacker. 1958. 40 pp.  
Provides an estimate of the losses and analyzes some transportation factors which affect loss rates in shipping livestock.
- 258 BUSINESS MANAGEMENT OF FROZEN FOOD LOCKER AND RELATED PLANTS. James J. Mullen and Lloyd M. DeBoer. 1958. 93 pp.  
Identifies major elements of successful frozen food locker plant operation, evaluates present performance in selected companies, and provides a point of departure for management development in the industry.
- 261 CAUSES OF LOSSES IN TRUCKING LIVESTOCK. Joseph E. Rickenbacker. 1958. 21 pp.  
Covers in some detail results of observations of "loss-associated" conditions-overcrowding, light and shifting loads, improper bedding, lack of partitioning, horned animals in loads, and gates with open angle irons and certain handling abuses, which are some of the major reasons for livestock losses in transit.
- 346 HANDLING CONDITIONS AND PRACTICES CAUSING BRUISES IN CATTLE. Joseph E. Rickenbacker. 1959. 52 pp.

- Appraises one of the major problems of the livestock and meat industry. Analyzes bruise test, bruise losses, causes of bruises, and some implications of the survey.
- 487 ECONOMIC CONSIDERATIONS IN MARKETING SWEETPOTATOES FROM THE EASTERN SHORE OF VIRGINIA. Clyde B. Markeson, Frank W. Bell, and Leo F. Zimmerman. 1961. 56 pp.  
Includes a discussion of marketing practices in the sweetpotato industry on the Eastern Shore of Virginia and suggestions to improve these practices. Among the suggestions were to grade more sweetpotatoes to U.S. standards, consider marketing agreements and orders, and evaluate use of cooperatives to consolidate sales strength.
- 510 LIVESTOCK POOLING—IMPROVED MARKETING THROUGH GRADING AND COMMINGLING. Ira M. Stevens and John T. Haas. 1962. 39 pp.  
Describes livestock pooling in the United States, evaluates it as an effective marketing tool, and offers suggestions on ways to improve and expand it.
- 544 LOSSES FROM HANDLING SHEEP AND LAMBS. Joseph E. Rickenbacker. 1962. 21 pp.  
Shows how handling facilities and practices in livestock industry cause damage to sheep and lambs or their death, and suggests ways to eliminate or reduce losses.
- 552 WHY EGG HANDLING COSTS VARY. Harry E. Ratcliffe. 1962. 74 pp.  
Shows by individual operations how egg handling costs and labor output varied among cooperatives. Then shows how costs can be reduced by handling labor volumes, using labor saving equipment, more efficient use of labor, and by other means.
- 640 COSTS OF GINNING COTTON BY COOPERATIVES AT SINGLE-GIN AND TWO-GIN PLANTS, CALIFORNIA AND TEXAS. John D. Campbell. 1964. 31 pp.  
Determines and compares costs of ginning cotton in single-gin and two-gin plants at same location in California and Texas. Presents such costs to assist cotton growers planning expansion of gin facilities and to help gins improve their operating efficiency.
- 682 MARKETING VIRGINIA WHITE POTATOES—BUYERS' PREFERENCES AND PRACTICES. Harold J. Jolley and Frank W. Bell. 1964. 45 pp.  
Based on a study to develop information on general trends in the potato industry, and to find how buyers view the Virginia industry as compared with other areas.
- 685 ECONOMICS OF FLAT GRAIN STORAGE FACILITIES IN KANSAS. W. Robert Summitt and L. Orlo Sorenson. 1964. 23 pp.

Results of a study of grain storage facilities in Kansas. Gives advantages and disadvantages of this type of facility.

- 764 POOLING BY FLORIDA CITRUS COOPERATIVES FOLLOWING THE 1962 FREEZE. Fred E. Hulse, H. G. Hamilton, and Julian R. Beiten. 1966. 24 pp.

Describes how 27 local packinghouse associations in Florida maintained the dual standards of equal treatment and efficient operation after the 1962 freeze.

- 1016 A PRODUCER-BASED COTTON MARKETING SYSTEM. James E. Haskell. 1973. 36 pp.

Cotton marketing problems and central issues for improvement lead to the focus of the publication--a recommendation for a producer-owned marketing system. How the system would work and its organization implications are discussed.

EFFECTIVE FRUIT AND VEGETABLE MARKETING: Seven Profiles--Guidelines. Gilbert W. Biggs and J. Kenneth Samuels. 1974.

Three profiles of marketing by vertical ownership and control and four profiles of marketing by joint selling are presented. Considerations in developing an effective marketing program include market development, quality control, product research, brand development, plant specialization, distribution, transportation, purchasing, accounting, and membership relations. Organizational structure is suggested.

## RESEARCH REPORTS

- 2 MOTORTUCKS OPERATED BY FARMER COOPERATIVES--NUMBER, TYPE, OPERATING CHARACTERISTICS--JANUARY 1, 1967. Thomas H. Camp and William M. Holroyd. 1968. 22 pp.

Presents results of questionnaire sent to farmer cooperatives on FCS mailing list regarding cooperative use of motortucks in transporting agricultural commodities and supplies.

- 3 PROCUREMENT OF CONTAINERS BY COOPERATIVE FRESH FRUIT AND VEGETABLE PACKERS. J. Warren Mather. 1958. 44 pp.

Discusses savings opportunities for cooperative packers of fresh fruit and vegetables if they buy or make containers and other packaging materials on a co-op basis.

- 4 CENTRAL COTTON GINNING-COMPARATIVE COSTS, USE IN OTHER COUNTRIES, AND POTENTIAL USE IN THE UNITED STATES. John D. Campbell. 1968. 46 pp.

Explains that central ginning, widely used in foreign countries, has potential for reducing costs and improving services for U.S. growers. Discusses the method, compares estimated costs, and tells what changes are necessary to adapt it to use in this country.

- 6 SHIPMENT SPECIFICATIONS FOR FLORIDA FRESH CITRUS FRUIT. Fred E. Hulse and Phillip Brown. 1969. 50 pp.
- Tells how citrus cooperatives in Florida increased their sales activities substantially after affiliating with a coordinated sales organization.
- 7 HOW FARM MARKETING COOPERATIVES RETURN SAVINGS TO PATRONS. Donald R. Davidson. 1970. 81 pp.
- Describes how study of 107 marketing regionals contacted refutes charge that farmer-owned marketing concerns are drifting away from the service-at-cost principle, really differ little from noncooperative businesses in returning savings.
- 8 RESULTS AND METHODS OF FOUR MERGERS BY LOCAL SUPPLY CO-OPS. James E. Haskell. 1970. 46 pp.
- Presents results of a study of four mergers and a description of each. Tells both advantages and disadvantages, plus problems encountered in the mergers.
- 9 REDUCING COOPERATIVE COTTON GINNING COSTS IN OKLAHOMA: THREE SUGGESTED WAYS. John D. Campbell. 1971. 24 pp.
- Shows growers in Arkansas potentials for reducing ginning costs as well as ways to increase their net returns from cotton, and to obtain a larger share of the textile market.
- 12 A SUPPLY COOPERATIVE--AS FARMERS SEE IT. Raymond L. Simms and R. Lee Chambliss, Jr. 1970. 8 pp.
- Describes responses of a group of farmers in Augusta County, Va., selected at random, indicating that supply cooperatives in the county are meeting the needs of their patrons.
- 13 LIVESTOCK COOPERATIVES IN THE SOUTHEAST. John T. Haas. 1970. 32 pp.
- Reports on extent of livestock production, marketing, and meat processing activities carried on by cooperatives in 12 Southeastern States.
- 14 FROZEN FOOD LOCKER COOPERATIVES WITH AND WITHOUT SLAUGHTERING FACILITIES: PRODUCTION AND PERFORMANCE. Richard P. Parsons. 1970. 39 pp.
- Gives findings from a survey of 20 large and small frozen food locker cooperatives and evaluates effect of slaughtering facilities as part of their operations.
- 15 CHANGES IN MARKET ORGANIZATION AND PRACTICES OF THE POTATO INDUSTRY-HASTINGS, FLORIDA, 1958/68. R. E. L. Greene. 1970. 36 pp.
- Compares industry data obtained for 1967/68 seasons with that of 10

- years earlier; evaluates improvements in that time and suggests further modifications in market organization and practices for improved results.
- 16 STATISTICS OF FARMER COOPERATIVES, 1968-69. Richard M. Ackley. 1970. 29 pp.  
Reports on annual survey of marketing, farm supply and related service cooperatives by geographic location, commodity and functional type.
- 17 POTENTIAL FOR REDUCING COOPERATIVE COTTON GINNING COSTS IN ARKANSAS: CONSOLIDATION; CENTRAL GINNING, VERTICAL COORDINATION. John C. Campbell. 1971. 24 pp.  
Shows growers in Arkansas potentials for reducing ginning costs as well as ways to increase their net returns from cotton, and a larger share of the textile market.
- 18 COMMUNICATION AND TRAINING IN LOCAL SUPPLY COOPERATIVES IN VIRGINIA--VIEWS OF MANAGERS AND DIRECTORS. Roland Duckett and R. Lee Chambliss. 1971. 30 pp.  
Gives results of a poll of 18 Virginia cooperative managers regarding cooperatives' response to communication and training needs of members.
- 19 COOPERATIVE BARGAINING DEVELOPMENTS IN THE DAIRY INDUSTRY. Ronald D. Knutson. 1971. 52 pp.  
Describes growth, development and effectiveness of dairy bargaining cooperatives from 1960-1970. Lists and analyzes requirements for effective bargaining.
- 20 HANDBOOK ON 20 MAJOR REGIONAL COOPERATIVES HANDLING SUPPLIES, 1968, 1969, and 1970. J. Warren Mather. 1971. 63 pp.  
Reports on organizational structure, types of services, volume, net savings and financial condition of each of 20 major regionals.
- 21 INTEGRATED PETROLEUM OPERATIONS OF FARMER COOPERATIVES, 1969. J. Warren Mather. 1971. 42 pp.  
Describes and analyzes activities of cooperatives relating to petroleum. Provides information on share of market and other factors at retail and wholesale distribution levels, at the refining and manufacturing level, and at production of crude oil level of the total petroleum industry.
- 22 STATISTICS OF FARMER COOPERATIVES, 1969-70. Jane H. Click. 1972. 40 pp.  
Gives results of annual survey of marketing, farm supply and related service cooperatives by geographic location, commodity, and functional type.
- 23 A FINANCIAL PROFILE OF FARMER COOPERATIVES IN THE U.S. Nelda Griffin. 1972. 95 pp.

- Provides information on financial structure of over 7,000 farmer cooperatives for fiscal years ending in 1970.
- 24 COOPERATIVE FERTILIZER MARKETING AND MANUFACTURING, 1949/50-1969/70-PLANT CAPACITIES IN 1972. J. Warren Mather. 1972. 66 pp.  
Gives an overall picture of changes in marketing and manufacturing of fertilizer in the United States. Includes statistical material on use by cooperatives.
- 25 COOPERATIVES' POSITION IN FEED MANUFACTURING. J. Warren Mather and John M. Bailey. 1973. 49 pp.  
Presents results of study showing different sections of the country contributing to importance of feed as a leading item in cooperative business.
- 26 COOPERATIVE RESEARCH: PROGRESS AND PROBLEMS. Martin A. Abrahamsen. 1973. 37 pp.  
Reports research activities for 79 of the largest cooperatives in the United States regarding nature and extent of their research programs.
- 27 SPECIALIZATION IN COOPERATIVE FEED MANUFACTURING. J. Warren Mather and John M. Bailey. 1974.  
Gives results of a study of 1,810 cooperative establishments manufacturing 1,000 or more tons of formula feed and the importance of feed manufacturing to gross income of these cooperatives.
- STATISTICS OF FARMER COOPERATIVES. 1970-71. William M. Holroyd.  
Carries data for cooperative memberships, number of cooperatives, local and regional business volume by geographic area, and classifies cooperatives by function and commodity.

## MISCELLANEOUS PUBLICATIONS

### NEWS FOR FARMER COOPERATIVES REPRINTS

- 149 SOME REASONS WHY FARMER CO-OPS FAIL. 1958. 12 pp.  
Contains several basic articles from the News on reasons for cooperative failures and ways to avoid such failures.
- 328 TAX LAWS CHANGED ON CAPITAL RETAINS. David Volkin and D. Morrison Neely. 1967. 4 pp.  
Explains effect of 1966 changes in Federal Income tax law on marketing cooperatives using per-unit retains from patrons to acquire capital. Suggests sample forms of consent agreements to be included in cooperative's bylaws.
- 332 ANY CORPORATION CAN ACHIEVE A TAX STATUS COMPARABLE TO COOPERATIVES. David Volkin. 1966. 3 pp.  
Provides information on Federal income tax status of cooperatives and patrons as guidelines to other corporations that may wish to explore cooperative methods of organization and operation.
- 337 WHAT DIRECTORS EXPECT OF MANAGERS. David Volkin. 1967. 2 pp.  
Tells requirements of manager and gives examples of "good" manager with "poor" board of directors, "poor" manager with "good" board, etc. Shows manager's responsibility to board and board's to manager.
- 355 ARTICLES ON FORESTRY COOPERATIVES. Staffs of Farmer Cooperative Service, Forest Service and others in USDA. 1962. 16 pp.  
Contains series of articles from September 1962, July, December 1965, and May and June 1968 News for Farmer Cooperatives.
- 362 DO REGIONAL MARKETING CO-OPS OPERATE AT COST? Donald R. Davidson. 1969. 4 pp.  
Gives results of nationwide survey of marketing regionals showing they provide their members services-at-cost, according to basic cooperative principles.
- 369 THE CO-OP SIXTIES-STEPPING STONES FOR THE SEVENTIES. Martin A. Abrahamsen. 1966. 1 p.  
Benchmarks in cooperative development for the future and comparison statistics.

- 370 SUN-MAID MOVES TO ADJUSTABLE CAPITAL PLAN. Allen F. Mather. 1970. 4 pp.  
A case-study account of the transition from traditional revolving fund method of financing to capital requirement plan at Sun-Maid Raisin Growers of California.
- 372 CHANGING TRANSPORTATION IN GRAIN MARKETING. Robert J. Byrne. 1970. 4 pp.  
Tells how much influence transportation has on when, where and how grain is marketed.
- 373 SEVEN STEPS TO MEET CHALLENGE OF SEVENTIES. William E. Black. 1970. 4 pp.  
Tells seven different ways cooperatives can survive in a decade of severe change.
- 374 A SHARE-THE-KNOW-HOW PROGRAM. Wayne Weidemann. 1970. 4 pp.  
Concerns training program of International Cooperative Training, Inc., Madison, Wis., for foreign and domestic trainees.
- 375 CAN COOPERATIVE SERVE LARGE YOUNG FARMERS IN THE SEVENTIES. Robert B. Child. 1970. 12 pp.  
Excerpts of comments from a few co-op executives about what co-ops are doing and plan to do for large, young farmers.
- 380 FCX DESIGNS NEW PLANNING PROCESS. Keith Bandy. 1971. 4 pp.  
Gives details of what FCX has done recently that may be useful to other co-ops in planning new operations.
- 381 CO-OP OBSERVANCE TOOK NEW TURNS. Kenneth D. Naden. 1971. 4 pp.  
Gives a rundown on Co-op Month observances across the country.
- 382 HOW FCX CONDUCTS LONG RANGE PLANNING. Keith Bandy. 1971. 4 pp.  
Describes how FCX tied together into one package using their planning technique recently developed.
- 383 SHOULD CO-OPS ROTATE DIRECTORS? Irwin W. Rust. 1971. 4 pp.  
Gives the pros and cons in cooperatives rotating their boards at regular intervals.
- 384 FFA'ERS USE EIGHT CO-OPS TO LEARN BY DOING. C. H. Kirkman, Jr. 1972. 4 pp.  
Tells of activities of Future Farmers of America chapters using co-ops to learn about them.

- 385 FARMER CO-OPS AND INDUSTRY PROFITABLE PARTNERSHIPS. Ray A. Goldberg. 1972. 6-fold brochure.  
Excerpts from overall article about trends that encourage joint ventures, including Government policy, growth of cooperatives, tax and antitrust treatment, and collective bargaining.
- 386 CO-OP MONTH REVEALS 12 GOOD TIPS TOWARD MAKING AN EVENT A SUCCESS. Gene Ingalsbe. 1972. 4 pp.  
Gives suggestions and a formula to follow in preparing for Co-op Month. Gives examples of what was done in various sections of the country.
- 388 WHAT YOUNG FARMERS THINK ABOUT COOPERATIVES. Gene Ingalsbe. 1972. 8 pp.  
Questions and answers taken from summer AIC session of young farmers, reflecting their opinions of their cooperatives.
- 389 WOMEN BECOME ENERGY SOURCE FOR COOPERATIVES. Beryle Stanton. 1973. 6-fold brochure.  
Reports on women's contributions and potential contributions to cooperatives. Gives both suggestions and recommendations for future activities women can engage in to help their cooperatives.

## PROGRAM AIDS

- 1001 THE COOPERATIVE APPROACH TO CRAFTS. William R. Seymour. 1971. 30 pp.  
Provides guidelines as well as important steps to be taken by those interested in developing a successful cooperative enterprise.
- 1026 AMERICAN CRAFTS: A RICH HERITAGE AND A RICH FUTURE. William R. Seymour. 1972. 20 pp.  
Shows craftsmen how to use cooperatives to organize a profitable craft marketing system. Discusses the merits of local craft cooperatives forming regional federations for marketing and technical assistance.
- 1035 BETTER LIVING BY WORKING TOGETHER. Raymond Williams. 1973. 20 pp.  
Tells how joint efforts of private industry, government agencies and local people can contribute to better living in rural communities. Provides general information on basic procedures to follow in coordinating efforts of interested parties.
- COOPERATIVE APPROACH TO RURAL ECONOMIC DEVELOPMENT. Raymond Williams. 1974.  
From experiences of organizing cooperatives in rural areas, the author has developed procedures that have produced action and outlined the steps to take in forming a cooperative. Successful case histories are described.

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- 113 COOPERATIVE BARGAINING: SELECTIONS FROM THE PROCEEDINGS OF THE NATIONAL CONFERENCES OF AGRICULTURAL BARGAINING COOPERATIVES. James B. Roof.
- 123 COOPERATIVE FRUIT AND VEGETABLE PROCESSORS IN THE UNITED STATES. Gilbert Biggs and J. Kenneth Samuels.
- 131 VEAL CALF PRODUCTION AND MARKETING IN THE NORTHEAST. R. L. Fox.

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This section relists all series of publications under subject-matter headings. One publication may be listed several times because its total content crosses more than one of the subject headings. For a capsule content description of listed publications, refer to the first section where publications are found by series designation.

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